



STATE OF INDIANA

MITCHELL E. DANIELS, JR., Governor

DEPARTMENT OF ADMINISTRATION

Procurement Division

402 W Washington Street, Room W468

Indianapolis, Indiana 46204

317 / 232-3053

Award Recommendation Letter

Date: September 19, 2012

To: Nicole Kenney, Deputy Commissioner
Nate Day, Director of Strategic Sourcing
Indiana Department of Administration

A handwritten signature in black ink, appearing to read "F. Poole", is written over the name "Nate Day" in the "To:" field.

From: Frank Poole, Assistant Account Manager, IOT

Subject: Recommendation for Selection of the purchase for Communications System Analyzers
for the Indiana Public Safety Commission (IPSC).

Total Purchase Price: \$80,820.00

Based on the evaluation of the bid received, **General Dynamics SATCOM Technologies, Inc. is recommended for award.** Terms of this recommendation are included in this letter.

The State of Indiana received two (2) proposals:

- General Dynamics SATCOM Technologies, Inc.
- Motorola Solutions, Inc.

The proposal was evaluated by the Indiana Department of Administration (IDOA) according to the criteria established in the bid documents. The response was also reviewed by IPSC.

Bid Analysis


This solicitation was issued as a negotiated bid that contained specifications for three communications system analyzers with accessories and a three year service plan.

General Dynamics SATCOM Technologies, Inc. meets all specifications, and made no exceptions to the scope of this negotiated bid.

Vendor	Cost Total	Preference Claimed	Evaluation Amount
General Dynamics SATCOM Technologies, Inc.	\$80,820.00	None	\$80,820.00
Motorola Solutions, Inc.	\$91,389.12	None	\$91,389.12

Award Summary

During the course of evaluation, the state scrutinized all proposals to determine the viability of the proposed business solutions to meet the needs of the state. The Indiana Department of Administration evaluated the proposal based on the stipulated criteria outlined in the bid documents.



Frank Poole, Assistant Account Manager, IOT
Indiana Department of Administration